

Message Text

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21 11

ACTION COME-00

INFO OCT-01 AF-05 ISO-00 EB-05 DRC-01 RSC-01 /013 W

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R 180555Z JAN 74

FM AMEMBASSY TANANARIVE

TO SECSTATE 5936

UNCLAS TANANARIVE 0067

E.O. 11652: N/A

TAGS: ETRD, MA

SUBJ: POSSIBLE SALE OF ALLIS-CHALMERS EQUIPMENT TO GOMR

PLEASE PASS FOLLOWING MESSAGE TO T.A. HUMANN, SENIOR SALES
REP ALLIS-CHALMERS, MILWAUKEE.

1. QUOTE: OFFICIALS OF NEWLY CREATED MALAGASY GOVERNMENT-
OWNED CONSTRUCTION ORGANIZATION, SOCIETE D'INTERET NATIONAL
DES TRAVAUX PUBLICS (SINTP), HAVE INFORMED EMBASSY THAT THEY
ARE EAGER TO RECEIVE RESPONSE TO DEC. 17 LETTER FROM PUBLIC
WORKS DIRECTEUR GENERAL RATSIMBA TO "DIRECTEUR" OF ALLIS
CHALMERS. LETTER WAS REPLY TO YOUR LETTER OF NOV. 26.
SINTP WILL BE MAKING DECISIONS ON INITIAL EQUIPMENT
PURCHASES WITHIN NEXT THREE WEEKS AND WOULD LIKE TO OBTAIN
INFO REQUESTED ON ALLIS-CHALMERS PRODUCTS.

2. SINTP PARTICULARLY ANXIOUS TO OBTAIN ASAP FOLLOWING
INFO RE POSSIBLE PURCHASE OF TWO 100-C MOTOR GRADERS AND
THREE 260-B MOTOR SCRAPERS AND NECESSARY SPARE PARTS FOR
YEAR'S OPERATION PRICES (FOB AND C.I.F. TAMATAVE); TERMS
OF PAYMENT AND CREDIT FACILITIES; TIME NECESSARY FOR DELIVERY.
SINTP ASKS THAT THIS INFO BE SUPPLIED EVEN IF OTHER INFO
REQUESTED IN DEC. 17 LETTER NOT YET AVAILABLE.

3. SINTP OFFICIALS IMPLIED THAT IF ALLIS-CHALMERS COULD
PROVIDE MOTOR GRADERS AND MOTOR SCRAPERS WITHIN REASONABLY
SHORT TIME, AND AT COMPETITIVE PRICES, VERY GOOD
CHANCE THIS EQUIPMENT WOULD BE CHOSEN FOR INITIAL
PURCHASE. SINCE COULD WELL LEAD TO ADDITIONAL FUTURE
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SALES BY ALLIS-CHALMERS, STRONGLY URGE YOU TO ATTEMPT TO

SUPPLY NECESSARY INFO ASAP. EMBASSY WOULD APPRECIATE BEING
NOTIFIED IF INFO HAS OR IS BEING SUPPLIED, SO WE CAN ALERT
SINTP OFFICIALS TO YOUR INTEREST. UNQUOTE.
MENDENHALL

NOTE BY OC/T: NOT PASSED ABOVE ADDRESSEE.

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: CONSTRUCTION EQUIPMENT, SPARE PARTS, GOVERNMENT PROCUREMENT, TRACTORS
Control Number: n/a
Copy: SINGLE
Draft Date: 18 JAN 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974TANANA00067
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: n/a
From: TANANARIVE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19740130/aaaabcjb.tel
Line Count: 66
Locator: TEXT ON-LINE
Office: ACTION COME
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: martinml
Review Comment: n/a
Review Content Flags:
Review Date: 03 OCT 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <03 OCT 2002 by rowelle0>; APPROVED <20-Nov-2002 by martinml>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: POSSIBLE SALE OF ALLIS-CHALMERS EQUIPMENT TO GOMR PLEASE PASS FOLLOWING MESSAGE TO T.A. HUMANN, SENIOR SALES
TAGS: ETRD, MA, US, ALLIS CHALMERS INTERNATIONAL, SINTP
To: STATE
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005